

LHV Group

Q3 results
21 October 2025



Strong growth in business volumes

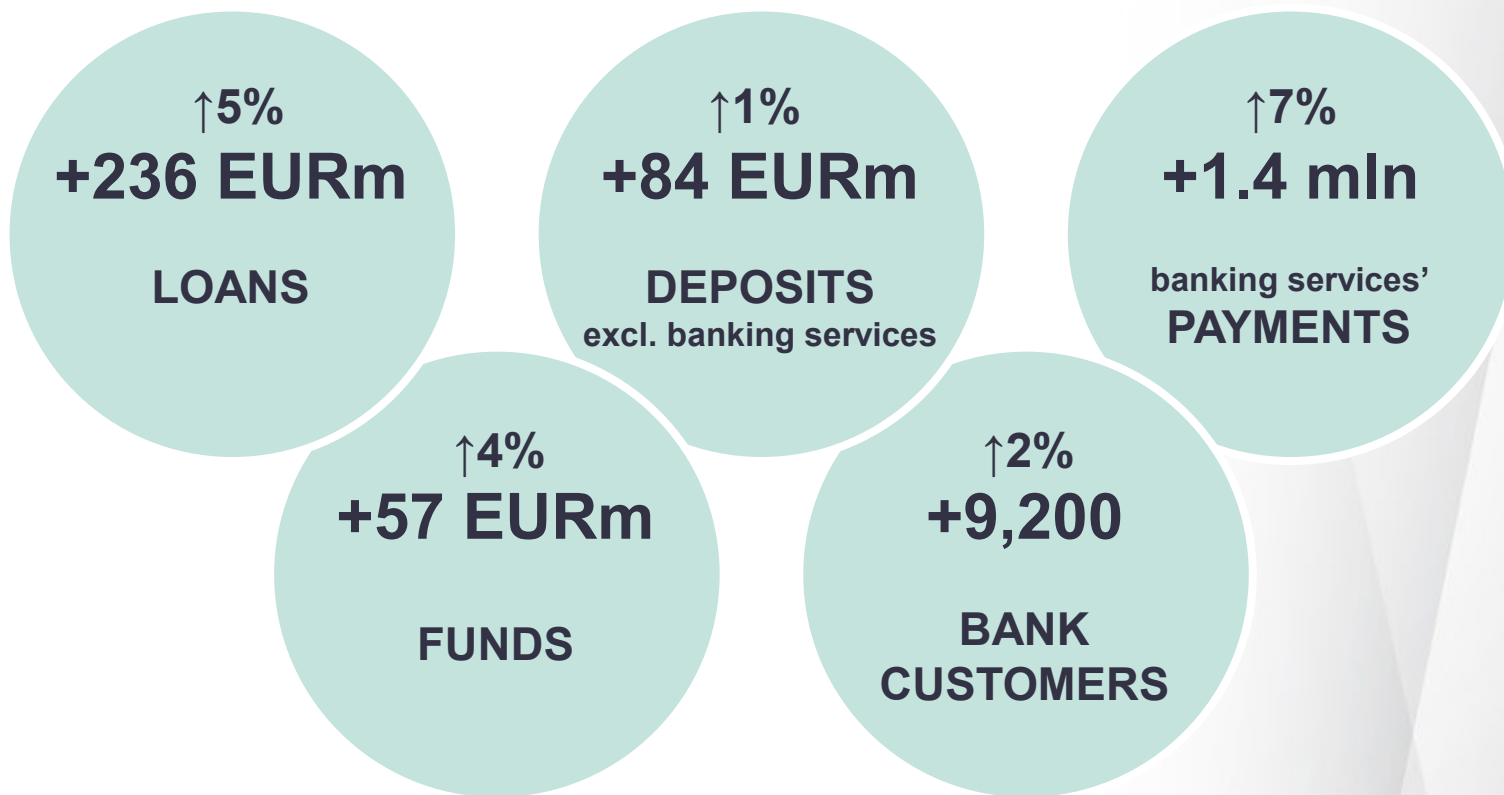
Change compared to previous quarter

LHV voted best bank in Estonia by Euromoney

Future and current professionals view LHV as the most attractive employer according to Instar survey

Moody's upgraded LHV Group's senior unsecured debt rating to Baa2

LHV Group has issued 80 EURm Tier 2 subordinated bonds



LHV Group

Record business volumes

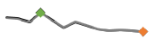
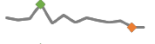
Financial results, EURt	9 quarters	Q3-25	Q2-25	Δ quarter
Net interest income		55,532	57,643	-2,112
Net fee and commission income		15,295	15,580	-286
Other income		1,834	683	+1,151
Total net income		72,661	73,907	-1,246
Total operating expenses		38,762	40,509	-1,747
Earnings before impairment		33,899	33,398	+501
Impairment losses		1,674	-4,152	+5,825
Income tax expense		5,916	6,785	-868
Net profit		26,309	30,765	-4,456
Business volumes, EURm	9 quarters	Q3-25	Q2-25	Δ quarter
Loans portfolio (net)		5,234	4,999	+236
Deposits from customers		7,453	7,364	+89
Assets under management		1,620	1,563	+57
No of customers, thous.		690	624	+65
Fin. intermediaries' payments, thous. pcs		21,329	19,912	+1,417
Key figures	9 quarters	Q3-25	Q2-25	Δ quarter
Cost / income ratio (C/I)		53.3%	54.8%	- 1.5 pp
Net interest margin (NIM)		2.4%	2.6%	- 0.2 pp
pre-tax ROE*		17.6%	21.3%	- 3.8 pp
ROE*		14.3%	17.4%	- 3.1 pp

- Number of customers increased by 65,000; customer activity at good level
- Loan portfolio increased by 236 EURm. Portfolio quality remains strong and improved during the quarter, despite increased specific impairments for selected customers
- Deposits from customers increased by 86 EURm, while financial intermediaries' deposits remained broadly unchanged. Due to interest rate dynamics, balance sheet contains higher share of term deposits than planned
- Quarterly cost/income ratio 53.3% and ROE 14.3%
- Quarterly net profit amounted to 26.3 EURm. While interest income grew, deposit dynamics and the timing of higher deposit rates drove an increase in interest expenses



LHV Group – comparison with financial plan

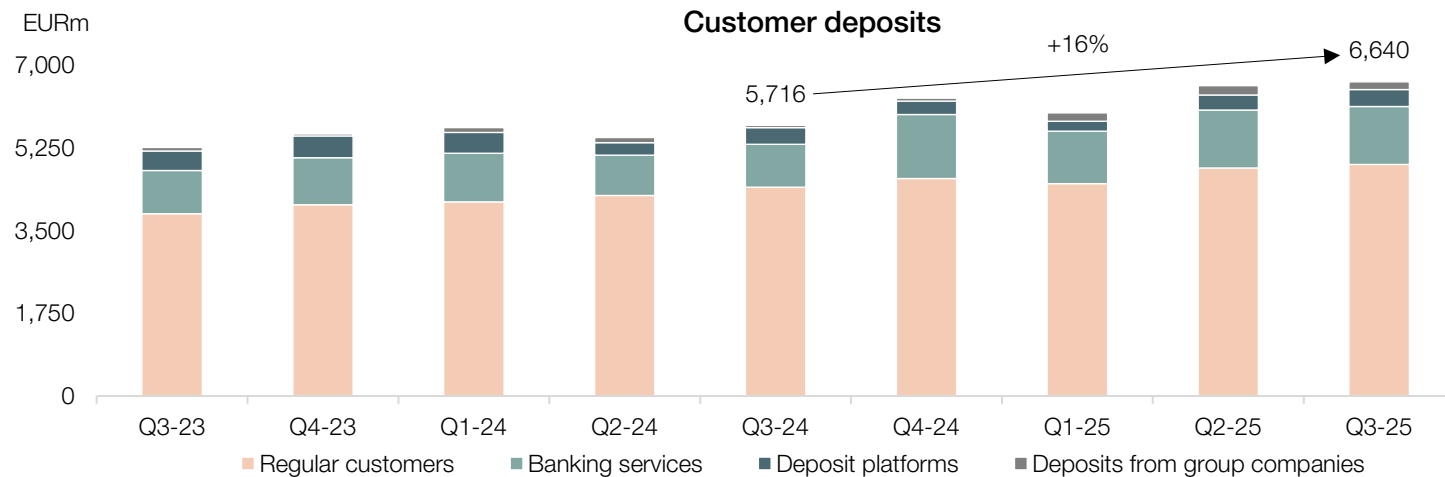
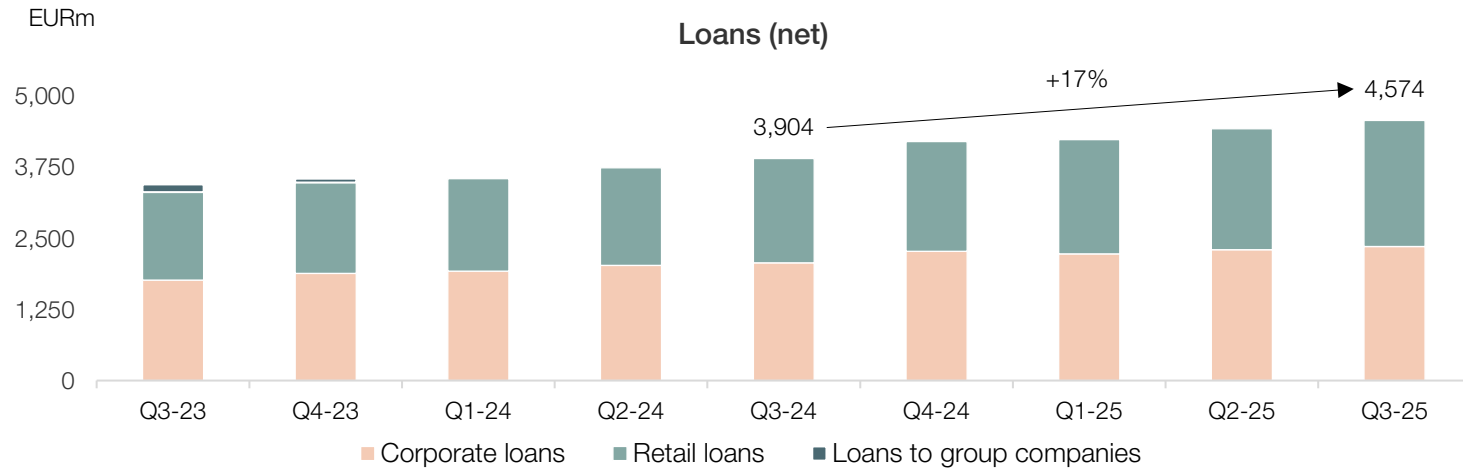
Slight shortfall compared to financial plan

Financial results, EURt	13 months	Sep 25	YTD25	YTD24	FP YTD	Δ YTD FP
Total net income, incl.		23,629	225,990	253,379	228,833	-2,843
Net interest income		18,248	175,185	206,770	181,079	-5,894
Net fee and commission income		4,618	44,946	42,979	45,786	-839
Other net income		763	5,859	3,631	1,969	+3,890
Total operating expenses		13,334	116,815	106,136	112,257	+4,558
Earnings before impairment		10,295	109,175	147,243	116,576	-7,401
Impairment losses		747	3,189	15,171	7,479	-4,290
Income tax expense		1,691	19,753	18,087	20,170	-417
Net profit, incl.		7,858	86,234	113,985	88,928	-2,695
attr. to shareholders		7,646	84,319	113,216	87,372	-3,053
Business volumes, EURm	13 months	Sep 25	YTD25	YTD24	FP YTD	Δ YTD FP
Loans (net)		5,234	5,234	4,126	5,109	+125
Deposits from customers		7,453	7,453	6,286	7,317	+136
Assets under management		1,620	1,620	1,521	1,665	-45
Fin. intermediaries' payments, thous. pcs		7,548	61,295	54,927	56,029	+5,266
Key figures	13 months	Sep 25	YTD25	YTD24	FP YTD	Δ YTD FP
Cost / income ratio (C/I)		56.4%	51.7%	41.9%	49.1%	+ 2.6 pp
Net interest margin (NIM)		2.3%	2.6%	3.7%	2.7%	- 0.1 pp
pre-tax ROE*		15.6%	19.7%	29.6%	21.0%	- 1.2 pp
ROE*		12.8%	16.1%	25.6%	17.1%	- 1.1 pp

- Revenues are slightly below plan, while expenses have exceeded it. Interest income reflect negative time flag, as asset yields have declined faster than liability costs
- Loan, payment and deposit volumes ahead of plan, while fund volumes remained slightly below
- Quality of loan portfolio remains strong
- 9-month net profit totalled 86.2 EURm, falling short of financial plan by 2.7 EURm, mainly due to level of interest income

LHV Pank

Business volumes continue to grow



- Number of bank customers increased by 9,200. Customer activity in payments and card usage is good
- Loans increased by 145 EURm
- Deposits increased by 79 EURm, of which only 1 EURm was from financial intermediaries. Platform deposit volumes have been slightly increased
- Market share has increased in both loans and deposits
- Focus remains on deposits

LHV Pank

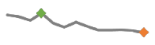
Profitability is driven by interest rates

Financial results, EURt	9 quarters	Q3-25	Q2-25	Δ quarter
Net interest income		44,987	46,715	-1,728
Net fee and commission income		9,593	10,013	-421
Other income		452	-131	+583
Total net income		55,032	56,597	-1,565
Total operating expenses		23,719	24,460	-741
Earnings before impairment		31,313	32,137	-824
Impairment losses		1,423	-4,081	+5,503
Income tax expense		5,399	6,559	-1,160
Net profit		24,491	29,659	-5,168
Business volumes, EURm	9 quarters	Q3-25	Q2-25	Δ quarter
Loans (net)		4,574	4,429	+145
Deposits from customers		6,640	6,560	+79
incl. banking services' deposits		1,226	1,225	+1
No of customers, thous.		483	474	+9
Key figures	9 quarters	Q3-25	Q2-25	Δ quarter
Cost / income ratio (C/I)		43.1%	43.2%	- 0.1 pp
Net interest margin (NIM)		2.2%	2.4%	- 0.2 pp
pre-tax ROE*		22.0%	28.3%	- 6.2 pp
ROE*		18.0%	23.2%	- 5.1 pp

- Income base remains well diversified. Interest income dynamics on the liabilities being key driver. More term deposits than planned
- Customer activity remains high
- Loan portfolio quality remains strong, and impairments are related to few specific customers
- Quarterly net profit 24.5 EURm and ROE 18.0%

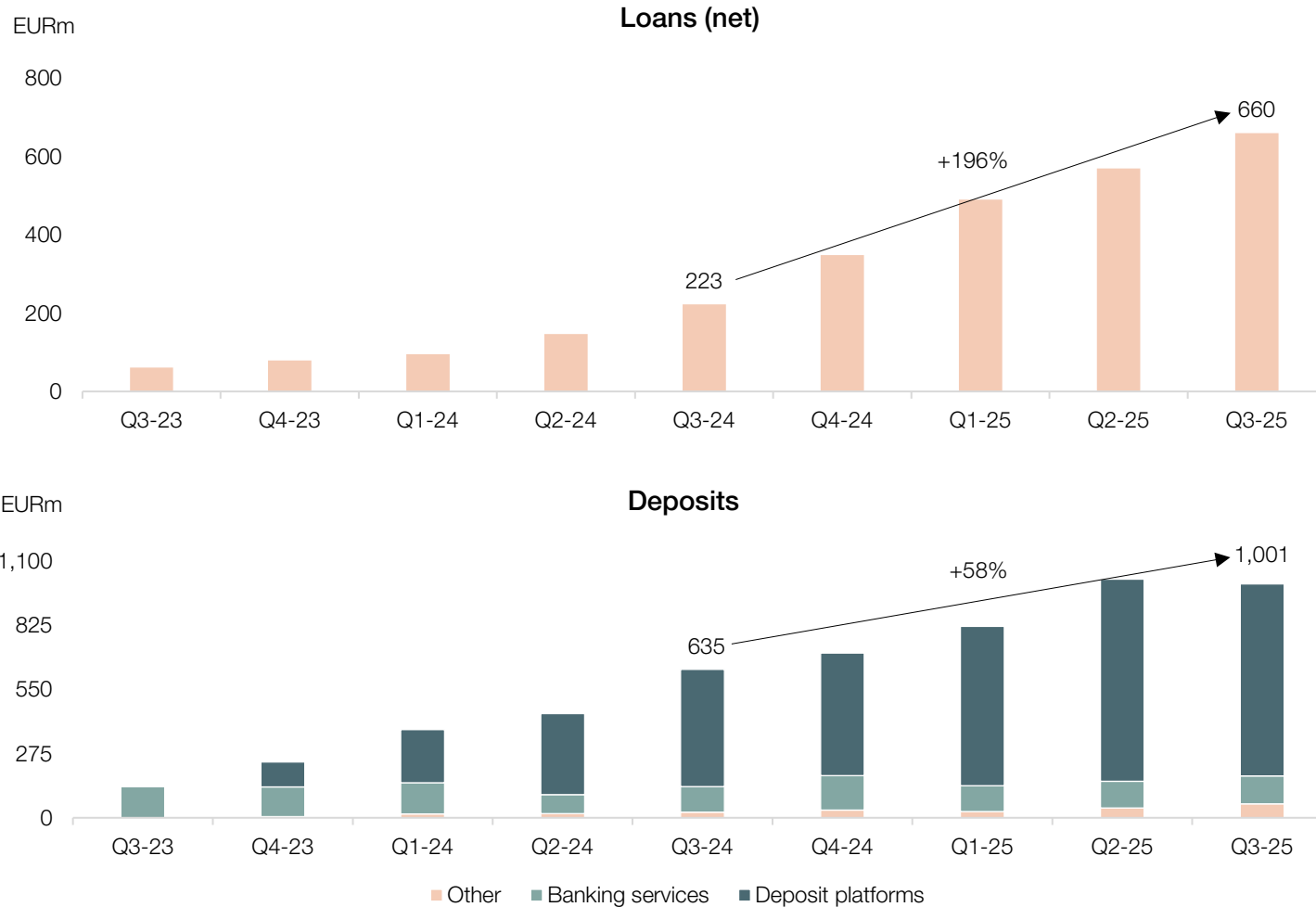
LHV Pank – comparison with financial plan

Slightly higher volumes, weaker profitability

Financial results, EURt	13 months	Sep 25	YTD25	YTD24	FP YTD	Δ YTD FP
Total net income, incl.		17,612	171,607	207,329	176,898	-5,291
Net interest income		14,557	142,349	180,299	149,497	-7,148
Net fee and commission income		2,700	27,895	24,843	26,897	+998
Other net income		355	1,363	2,187	504	+859
Total operating expenses		8,662	71,834	68,861	69,998	+1,836
Earnings before impairment		8,949	99,773	138,468	106,900	-7,127
Impairment losses		804	2,263	14,758	5,864	-3,601
Income tax expense		1,456	18,125	17,983	18,810	-685
Net profit		6,690	79,384	105,728	82,226	-2,842
Business volumes, EURm	13 months	Sep 25	YTD25	YTD24	FP YTD	Δ YTD FP
Loans (net)		4,574	4,574	3,904	4,553	+21
Deposits from customers		6,640	6,640	5,716	6,557	+83
incl. banking services' deposits		1,226	1,226	905	1,201	+25
Key figures	13 months	Sep 25	YTD25	YTD24	FP YTD	Δ YTD FP
Cost / income ratio (C/I)		49.2%	41.9%	33.2%	39.6%	+ 2.3 pp
Net interest margin (NIM)		2.1%	2.3%	3.5%	2.5%	- 0.1 pp

- Declining interest rates reduced interest income, as asset-side yields are decreasing faster than liabilities-side costs. By the end of quarter, yields on interest-bearing assets aligned with market rates
- Share of term deposits remains above plan. At the same time, strong competition in the loan market is putting downward pressure on margins
- Expenses are slightly above plan, driven by personnel and marketing costs
- Loans and deposits according to plan. Focus remains on deposits and customer activation
- 9-month profit amounted to 79.4 EURm, falling 2.8 EURm short of financial plan

Loan-to-deposit ratio significantly more optimal level



- Main focus is on improving loan-to-deposit ratio through loan growth and deposit reduction
- Loan portfolio increased by 91 EURm. Loans approved by Credit Committee but not yet disbursed amount over 200 EURm, providing the basis for continued strong loan growth in next quarter
- Deposits decreased by 20 EURm. Over 1,600 customers in retail banking and more than 27,000 depositors via platforms
- In financial intermediaries' segment, focus remains on both new and existing major customers. First customer has started using direct euro payment service

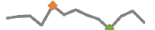
Retail banking development to reduce funding cost

Financial results, EURt	9 quarters	Q3-25	Q2-25	Δ quarter
Total net income, incl.		13,053	12,417	+636
Net interest income		10,353	10,533	-180
Net fee and commission income		2,296	2,213	+83
Other net income		404	-329	+733
Total operating expenses		11,438	12,313	-874
Earnings before impairment		1,615	105	+1,510
Impairment losses		251	-71	+322
Income tax expense		341	49	+292
Net profit		1,023	126	+896
Business volumes, EURm		Q3-25	Q2-25	Δ quarter
Loans (net)		660	569	+91
Deposits from customers		1,001	1,022	-20
Key figures		Q3-25	Q2-25	Δ quarter
Cost / income ratio (C/I)		87.6%	99.2%	- 11.5 pp
Net interest margin (NIM)		3.6%	4.1%	- 0.4 pp
pre-tax ROE		4.8%	0.7%	+ 4.1 pp
ROE		3.6%	0.5%	+ 3.1 pp

- Apple Pay and push notifications were added. Direct debits and additional deposit products are planned for launch next quarter
- Following the introduction of new products, plans include making deposit pricing more attractive and launching new marketing and communication campaign
- Work continued on obtaining regulated financing licence
- Quarterly net profit 1.0 EURm. Profit was affected by larger-than-planned retail banking marketing campaign at the beginning of the quarter

LHV Bank – comparison with financial plan

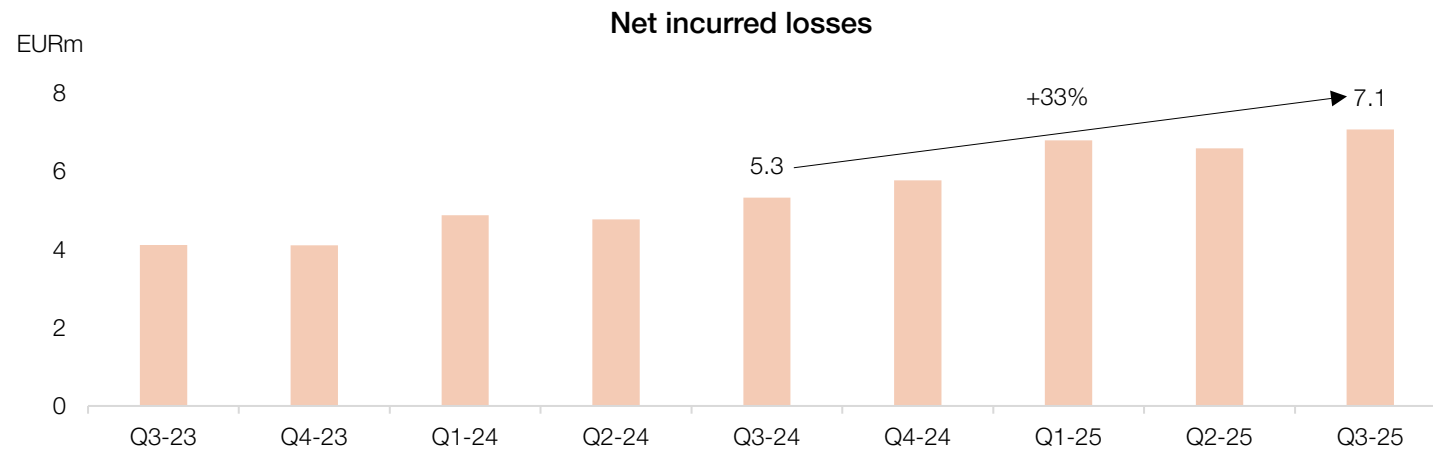
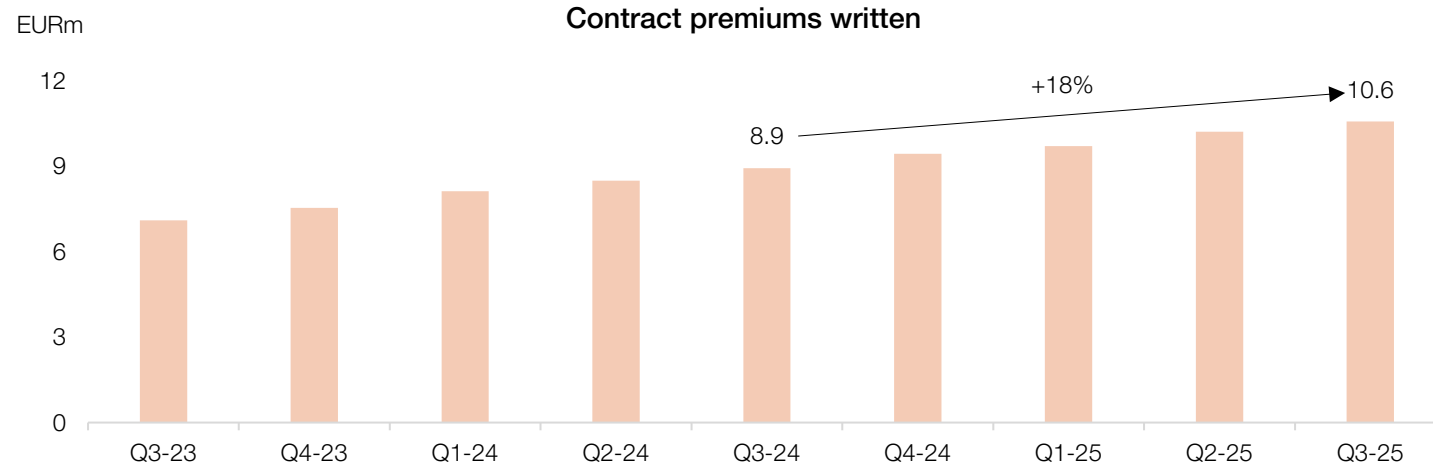
Business volumes and profitability exceeded financial plan

Financial results, EURt	13 months	Sep 25	YTD25	YTD24	FP YTD	Δ YTD FP
Total net income, incl.		4,246	40,058	32,894	38,617	+1,440
Net interest income		3,347	31,614	25,637	30,414	+1,200
Net fee and commission income		826	6,910	7,234	8,203	-1,293
Other net income		73	1,533	23	0	+1,533
Total operating expenses		3,598	34,760	28,202	33,680	+1,080
Earnings before impairment		647	5,298	4,691	4,937	+361
Impairment losses		-57	925	413	1,614	-689
Income tax expense		176	1,099	-926	831	+268
Net profit		528	3,274	5,204	2,492	+782
Business volumes, EURm	13 months	Sep 25	YTD25	YTD24	FP YTD	Δ YTD FP
Loans (net)		660	660	223	556	+104
Deposits from customers		1,001	1,001	635	959	+42
Key figures	13 months	Sep 25	YTD25	YTD24	FP YTD	Δ YTD FP
Cost / income ratio (C/I)		84.8%	86.8%	85.7%	87.2%	- 0.4 pp
Net interest margin (NIM)		3.6%	4.4%	6.4%	4.4%	+ 0.1 pp

- To support rapid loan portfolio growth, share capital was increased by 12 EURm
- 9-month net profit amounted to 3.3 EURm, exceeding financial plan by 0.8 EURm

LHV Kindlustus

Declining sales volumes



- Q3 sales fell short of financial plan. Across the market, insurance premium volumes declined significantly compared to the same quarter last year
- Quarterly sales increased by 1.7 EURm year-on-year. Strong sales performance in home and travel insurance
- Few major loss events occurred, mainly related to home Insurance. Loss frequency remained relatively stable

LHV Kindlustus

Stable financial results

Financial results, EURt	9 quarters	Q3-25	Q2-25	Δ quarter
Net earned premiums		10,568	10,213	+356
Commissions expense		1,246	1,136	+110
Gross incurred losses		6,830	6,258	+572
Operating expenses		1,309	1,385	-76
Insurance result without reinsurance		1,183	1,434	-251
Reinsurance result		556	370	+185
Total result from insurance activities		628	1,064	-436
Net other income		22	13	+10
Net profit		650	1,077	-427
Business volumes, EURt	9 quarters	Q3-25	Q2-25	Δ quarter
Contract premiums written		9,164	10,214	-1,050
No of customers (thous.)		227	176	+50
Key figures	9 quarters	Q3-25	Q2-25	Δ quarter
Net loss ratio		68.1%	63.0%	+ 5.1 pp
Net expense ratio		26.2%	26.6%	- 0.4 pp
pre-tax ROE		30.3%	55.9%	- 25.6 pp
ROE		30.3%	55.9%	- 25.6 pp

- Net earned premiums and claims paid remained largely unchanged quarter-on-quarter. Gross sales volumes decreased by approximately 1 EURm
- Number of active policies and customers continued to grow steadily
- Net loss ratio increased quarter-over-quarter, while expense ratio showed slight decline
- Quarterly ROE declined, but the 9-month result remains very strong at 41.2%
- Quarterly net profit 0.7 EURm

LHV Kindlustus – comparison with financial plan

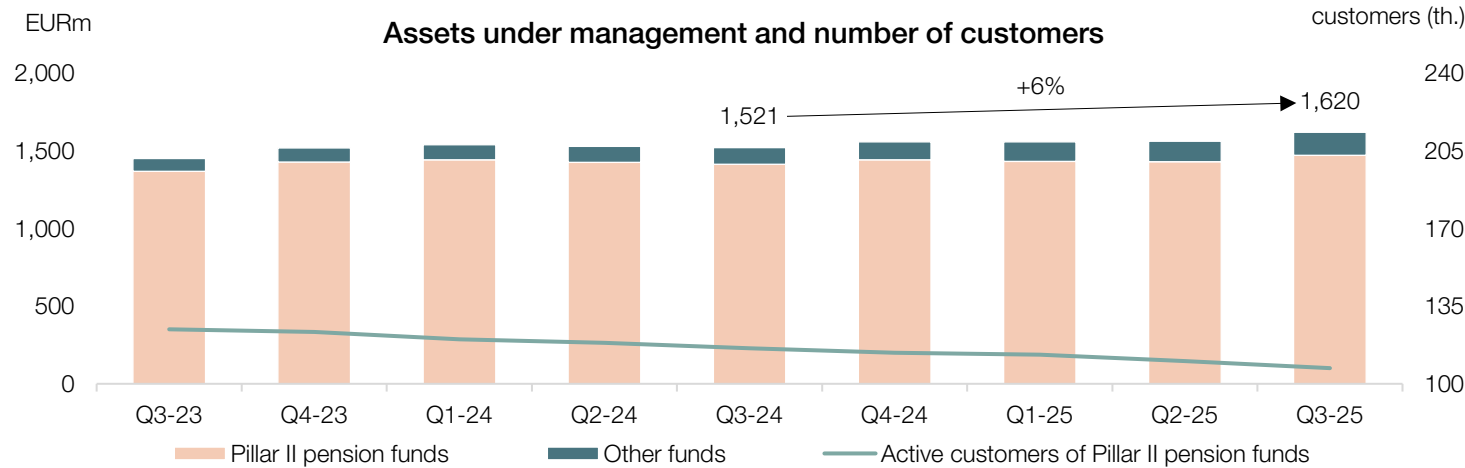
Monthly sales targets met

Financial results, EURt	13 months	Sep 25	YTD25	YTD24	FP YTD	Δ YTD FP
Insurance service revenue		3,480	30,489	25,540	30,685	-196
Commissions expense		429	3,329	3,306	4,087	-758
Gross incurred losses		2,305	19,587	16,589	19,795	-209
Operating expenses		429	4,010	3,915	4,275	-265
Insurance result without reinsurance		317	3,564	1,729	2,528	+1,036
Reinsurance result		157	1,275	807	891	+385
Total result from insurance activities		160	2,289	922	1,638	+651
Net other income		-10	103	208	7	+96
Net profit		150	2,392	1,130	1,645	+747
Business volumes, EURt	13 months	Sep 25	YTD25	YTD24	FP YTD	Δ YTD FP
Contract premiums written		3,052	32,238	28,203	32,803	-565
No of customers (thous.)		227	227	169	na	na
Key figures	13 months	Sep 25	YTD25	YTD24	FP YTD	Δ YTD FP
Net loss ratio		69.1%	66.7%	65.7%	65.9%	+ 0.9 pp
Net expense ratio		27.6%	25.9%	30.8%	29.3%	- 3.4 pp

- Insurance contracts signed in September amounted to 3.1 EURm
- Claims paid totalled 2.3 EURm, with 11,900 new claims registered
- As of the end of September, number of active insurance contracts stood at 289,000. Portfolio grew by 12,000 contracts during the quarter
- Net loss ratio in September was 69.1% and net expense ratio 27.6%. Slight growth in both ratios
- Solvency ratio at end of September was 147.2%
- 9-month net profit amounted to 2.4 EURm, exceeding financial plan by 0.7 EURm

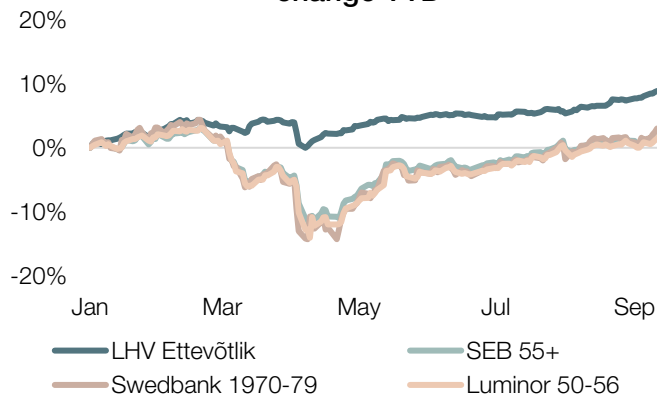
LHV Varahaldus

Strong quarter for both markets and LHV pension funds

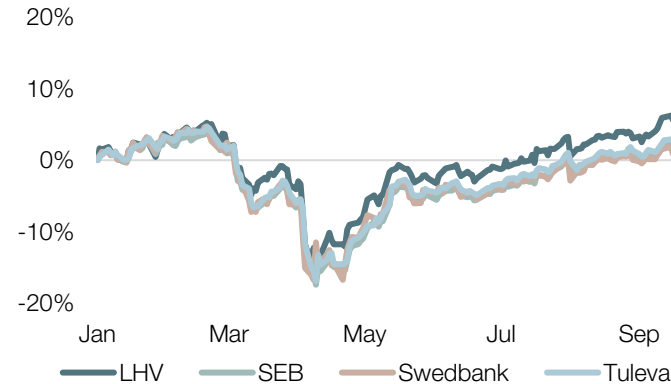


- Assets under management was over 1.6 EURb by end of quarter
- After weaker first half year, equity markets delivered strong results, with the rise in gold prices having positive impact on the performance of LHV funds
- LHV pension funds Ettevõtlik, Julge and Tasakaalukas returned 5.2%, 5.8% and 3.1%, respectively. Conservative fund Rahulik increased by 1.7% over three months
- Pension fund Indeks rose by 8.4%, LHV funds have delivered best returns in the market over the first nine months

Pillar II comparable pension funds' NAV change YTD



Index funds' NAV change YTD



LHV Varahaldus

Quarterly net profit 0.8 EURm

Financial results, EURt	9 quarters	Q3-25	Q2-25	Δ quarter
Total net income		2,308	2,214	+94
Total operating expenses		1,838	1,790	+47
EBIT		470	424	+46
Net financial income		336	108	+228
Net profit		806	532	+274
Business volumes, EURm	9 quarters	Q3-25	Q2-25	Δ quarter
Pillar II pension funds		1,472	1,430	+43
Pillar III pension funds		126	115	+11
Key figures	9 quarters	Q3-25	Q2-25	Δ quarter
Cost / income ratio (C/I)		69.5%	77.1%	- 7.6 pp
pre-tax ROE		16.7%	11.5%	+ 5.3 pp
ROE		16.7%	11.5%	+ 5.3 pp

- Operating income and expenses remained broadly in line with previous quarter. Profitability was positively affected by financial income resulting from fund performance
- Volume of Pillar II pension funds was affected by withdrawals in the beginning of September
- Number of active Pillar II customers making monthly contributions reached 107,000 by end of quarter
- Quarterly net profit 0.8 EURm

LHV Varahaldus – comparison with financial plan

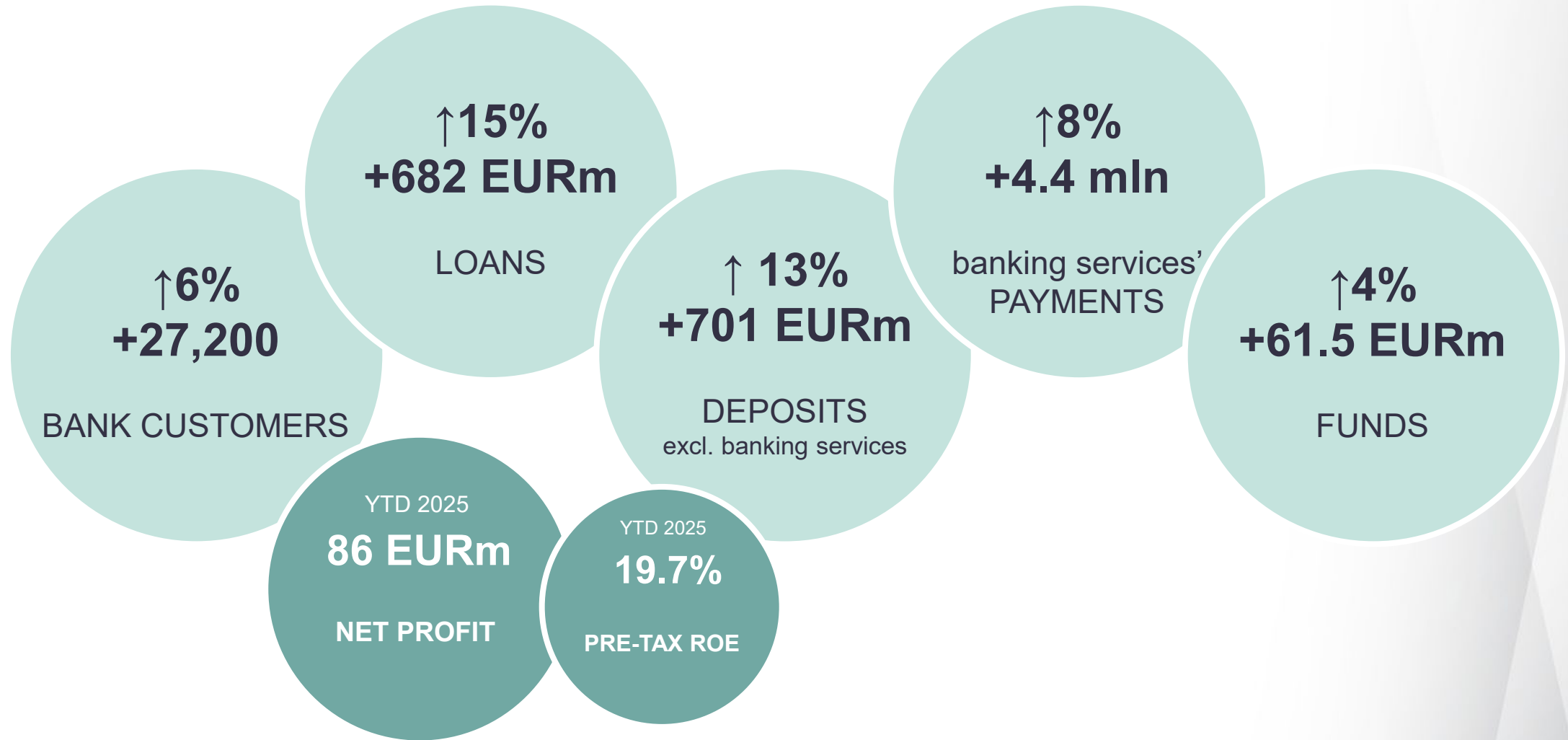
Net profit largely in line with plan

Financial results, EURt	13 months	Sep 25	YTD25	YTD24	FP YTD	Δ YTD FP
Total net income		754	6,725	6,673	6,794	-69
Total operating expenses		669	5,363	5,280	5,122	+241
EBIT		85	1,362	1,393	1,672	-310
Net financial income		171	642	514	408	+235
Income tax expense		0	564	801	564	-0
Net profit		256	1,440	1,107	1,516	-75
Business volumes	13 months	Sep 25	YTD25	YTD24	FP YTD	Δ YTD FP
Assets under management, EURm		1,620	1,620	1,521	1,665	-45
Active customers of PII funds, thous.		107	107	116	114	-7
Key figures	13 months	Sep 25	YTD25	YTD24	FP YTD	Δ YTD FP
Cost / income ratio (C/I)		72.3%	72.8%	73.5%	71.1%	+ 1.7 pp
Funds average return		2.8%	10.1%	7.9%	5.6%	+ 4.5 pp

- Minimal shortfall after Q3, financial plan holds
- Expectations for customer numbers and consequently fund volumes, are higher in the final quarter of year, with focus on more effective sales
- From September, changes in pension funds – Roheline, Roheline III, and S fund were merged with other funds
- From September, new fund names were introduced – the former XS is now Rahulik, M is Tasakaalukas, L is Ettevõtlik, and XL is Julge
- 9-month net profit amounted to 1.4 EURm, slightly below financial plan

LHV Group

YTD 2025 vs YE 2024

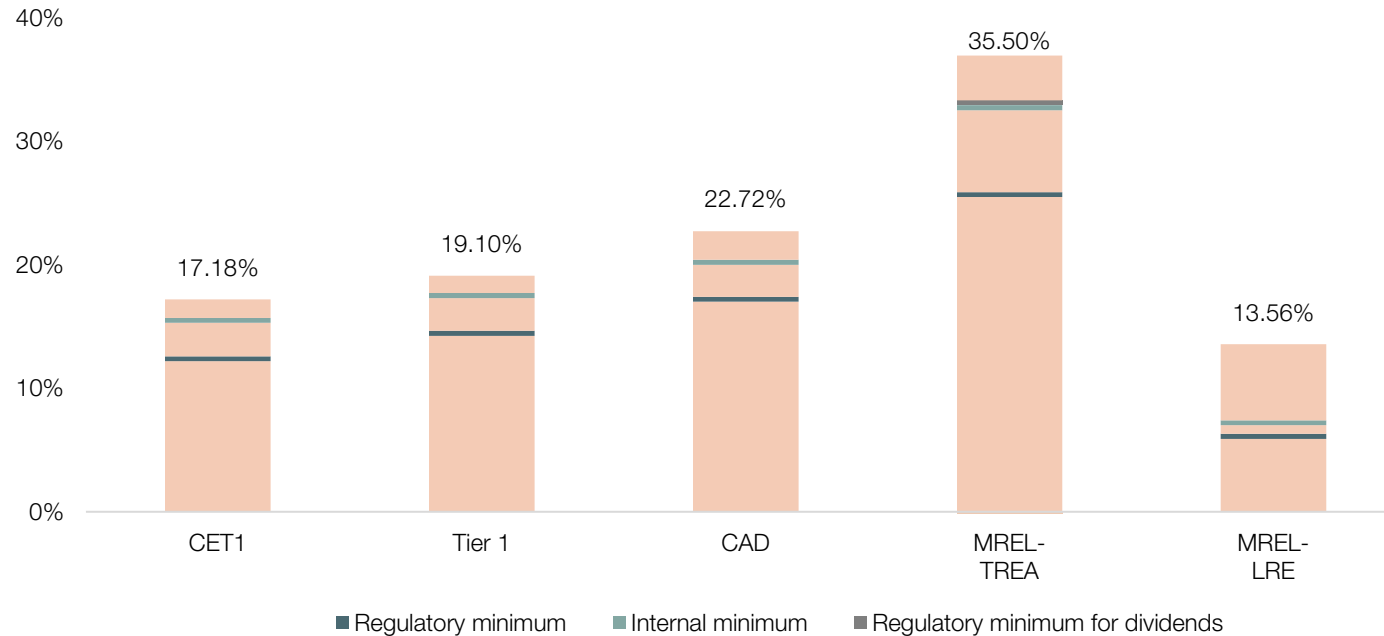


Risks and capitalisation

LHV Group

Capitalisation

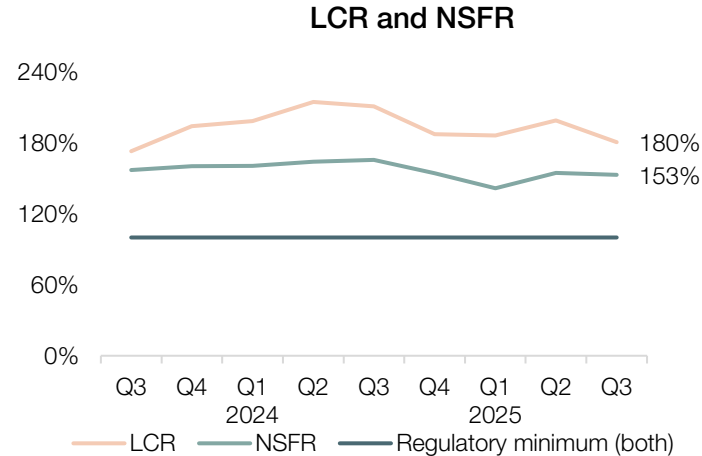
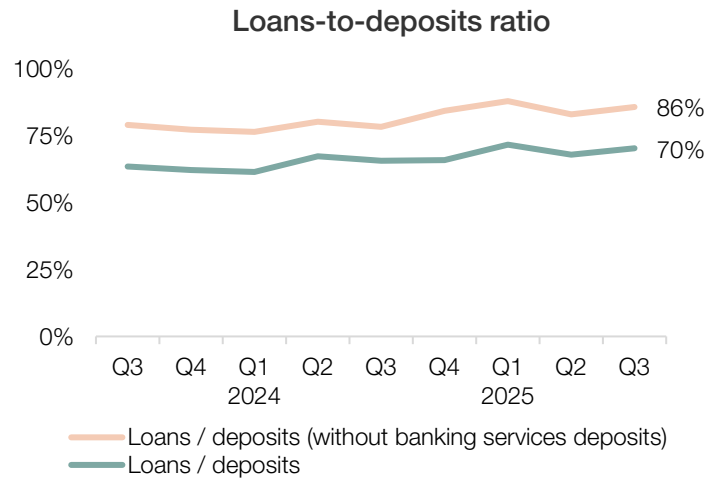
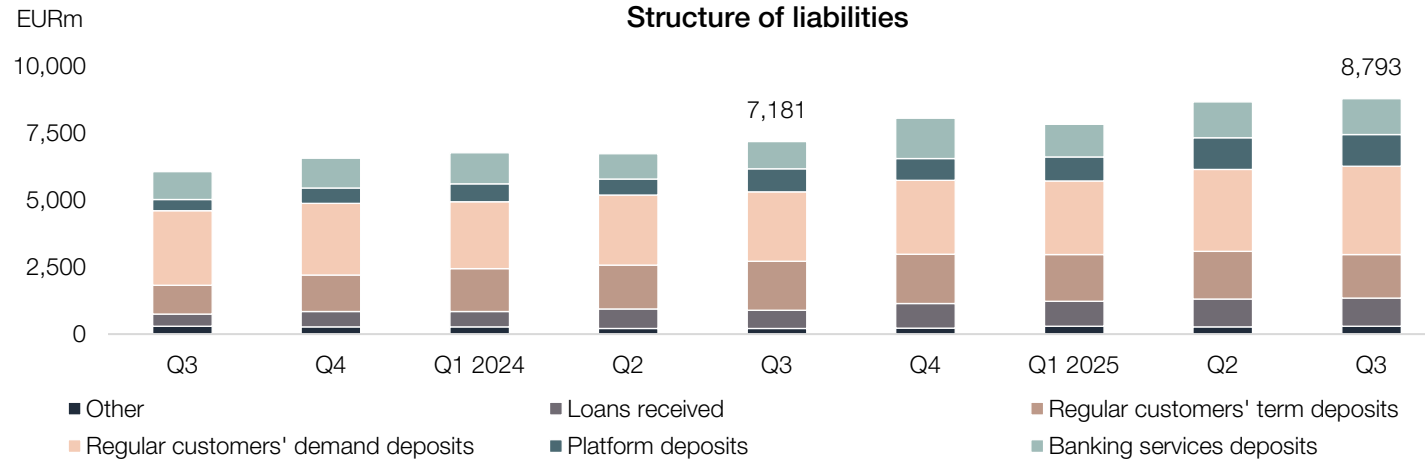
Capital ratios and minimum requirements as of September 2025



- LHV Group well-capitalised and all capital targets have been met with solid buffer. An on-site ECB audit is currently underway, focusing on capital adequacy
- Largest capital buffer is at Tier 1 level, exceeding regulatory requirement by 2.8 percentage points, while remaining the lowest among three capital layers
- Q3 net profit is not included in own funds
- No capital transactions are planned for Q4

LHV Group

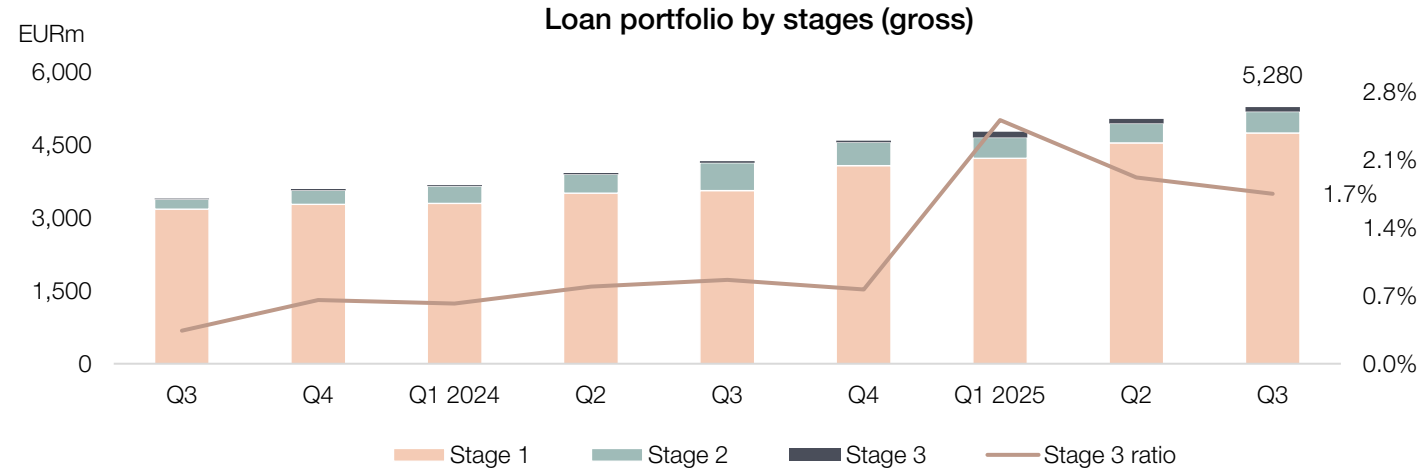
Liquidity and funding



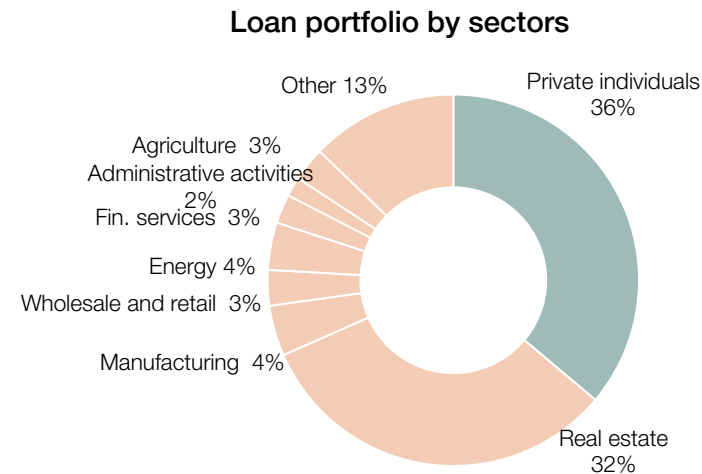
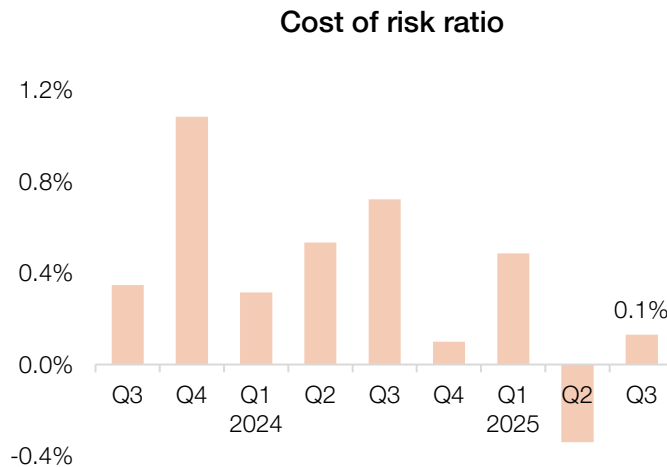
- Liquidity remains strong, with a loans-to-deposits ratio of 70%
- Liquidity coverage ratio (LCR) 180%
- Net Stable Funding Ratio (NSFR) remains very high - at 153%. Both ratios declined slightly due to falling interest rates and the shift of customer deposits from term deposits to current accounts
- LHV Pank is primarily funded by local deposits, while other sources are kept available as a buffer for risk or project financing
- LHV Bank is funded via platform deposits and has been actively raising direct deposits since May

LHV Group

Loan portfolio quality



- Loan portfolio is well diversified across sectors
- Overall portfolio quality remains strong, although the cost of risk and the share of Stage 3 loans remains high. Loans have prescribed waiting period before they exit Stage 3
- Specific impairments were made for a few individual customers, while model-based provisions continue to decline



Mihkel Torim
LHV Group CEO
mihkel.torim@lhv.ee

Meelis Paakspuu
LHV Group CFO
meelis.paakspuu@lhv.ee